

Message Text

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ORIGIN AF-06

INFO OCT-01 ISO-00 EB-07 L-03 H-02 INR-07 PRS-01 SS-15

SP-02 /044 R

DRAFTED BY AF/W:DPREHFUSS:BF

APPROVED BY AF/W:JKBISHOP

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R 310005Z JUL 75

FM SECSTATE WASHDC

TO AMEMBASSY DAKAR

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STADIS //////////////////////////////////////

E.O. 11652: N/A

TAGS: BPRO, SG, US

SUBJECT: GENERAL MOTORS OFFER TO SELL LOCOMOTIVES TO
SENEGAL

1. G. S. GLAIBER, GM EXPORT LOCOMOTIVE REPRESENTATIVE,
VISITED DEPARTMENT (AF/W) JULY 29 SEEKING ASSISTANCE IN
EXPEDITING SENEGALESE REQUEST TO EXIM BANK FOR FINANCING
THREE LOCOMOTIVES WHICH HAD EXIM PRELIMINARY COMMITMENT
(PC).

2. GLAIBER SHOWED AF/W COPY OF LETTER DATED JUNE 27 FROM
GOS MINISTER MAMADOU DIOP TO GM CORP CONFIRMING GOS IN-
TENTION TO PURCHASE LOCOMOTIVES AND COPY OF LETTER DATED
JULY 10 FROM GMC TO DIOP TELLING DIOP TO CONTACT
EXIM ON FINANCING. TO DATE, ACCORDING TO GLAIBER, EXIM
BANK HAS NOT BEEN INFORMED OF GOS INTENT. REQUEST
MUST COME FROM BUYER NOT AMERICAN SELLER. EXIM CONFIRMED
THAT THEY HAVE NOT RECEIVED ANY COMMUNICATION FROM GOS
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ON SUBJECT, POINTED OUT THAT PC EXPIRED IN MAY AND

STATED THEY WOULD CONSIDER GOS REQUEST FOR LOCOMOTIVE FINANCING.

3. GLAIBER WISHES TO EXPEDITE MATTER CLAIMING SPEED IS IMPORTANT IF PROSPECTIVE FRENCH SUPPLIERS ARE TO BE

ELIMINATED. FYI: WORLD BANK SENEGAL DESK (PROJECT) AGREES WITH GLAIBER ON NEED FOR QUICK ACTION.

4. GLAIBER ASKED THAT EMBASSY PASS FOLLOWING MESSAGE WITH SUGGESTED TEXT FOR EXIM BANK TO GMC SENEGAL REPRESENTATIVE M. VALATIN. GLAIBER SAID VALATIN HAS ALREADY RECEIVED FRENCH VERSION OF MESSAGE BUT HAS NOT FORWARDED SAME TO EXIM.

5. REQUEST EMBASSY FURNISH FOL MESSAGE TO VALATIN AND ENCOURAGE HIM TO SEND MESSAGE ASAP TO EXIM. GLAIBER STATED GEORGE WILSON KNOWS HOW TO REACH VALATIN. QUOTE TELEX 89461 (EXIMBANK) WASHINGTON, D. C. U.S.A. WITH REFERENCE TO YOUR PRELIMINARY COMMITMENT NO. 75-0-3165- SENEGAL- SIX LOCOMOTIVES AND SPARE PARTS. ACCORDING TO THE ADVICE FROM THE WORLD BANK (IBRD) WE HAVE REDUCED NUMBER OF LOCOMOTIVES TO THREE WITH SPARE PARTS FOR A TOTAL OF US DOLLARS OF 1,404,132 (ONE MILLION FOUR HUNDRED FOUR THOUSAND ONE HUNDRED THIRTY TWO) PRICE SUBJECT TO REVISION DELIVERY JULY 1976. WE ASK YOU TO CONSIDER THE SAME TERMS OF FINANCING AS YOUR PRELIMINARY COMMITMENT 75-0-3165. WE HAVE WRITTEN A LETTER OF INTENT FOR THE THREE LOCOMOTIVES TO GENERAL MOTORS. G. S. GLAIBER UNQUOTE

6. DEPARTMENT IS POUCHING COPIES OF LETTERS TO DAKAR.

7. DECONTROL UPON RECEIPT. INGERSOLL

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